

Search Notes Header Page	Application No.	Applicant(s)
	09/514,997	SCHULTZE, AXEL
	Examiner Susanna M. Diaz	Art Unit 3623

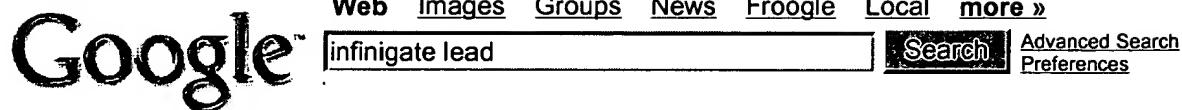
SEARCH NOTES

**Application No
09/514,997**

Ref #	Hits	Search Query	DBs	Default Operator	Plurals	Time Stamp
S1	476	(sales or customer\$2 or lead\$2 or client\$2) NEAR5 (lead\$2 or prospect\$2) NEAR5 (list\$2 or database\$2)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:19
S2	8	S1 SAME (broker\$2 or (third ADJ (party or parties)) intermediary or intermediaries)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:19
S3	207729	(sales or customer\$2 or lead\$2 or client\$2) NEAR5 (lead\$2 or prospect\$2)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:20
S4	8	S2 SAME (broker\$2 or (third ADJ (party or parties)) intermediary or intermediaries)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:19
S5	48263	S3 AND (introduc\$6 or (cold ADJ call\$4))	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:20
S6	48240	S5 AND (introduc\$6)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:21
S7	1331	S5 AND (introduc\$6 NEAR7 (representative\$2 or agent\$2 or sales))	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:21
S8	1338	S5 AND (introduc\$6 NEAR7 (representative\$2 or agent\$2 or sales\$8))	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:21

<i>kwic</i>	S9	85	S8 AND (introduc\$6 NEAR7 (representative\$2 or agent\$2 or sales\$8) NEAR10 (prior or before or preliminar\$6 or ahead))	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:24
<i>kwic</i>	S10	0	S9 AND (cold ADJ call\$4)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:22
<i>kwic</i>	S11	4	prevent\$5 NEAR5 (cold ADJ call\$4)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:35
<i>kwic</i>	S12	50	introduc\$6 NEAR5 (prior or before or preliminar\$6) NEAR3 (call or calls or calling)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:38
<i>skimmed titles</i>	S13	9	schultze-a\$.in.	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:38
<i>skimmed titles</i>	S14	1	infinigate	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:39
<i>kwic</i>	S15	0	internet2000	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 12:51
<i>kwic</i>	S16	67	referral\$2 NEAR5 (lead or leads or prospect or prospects)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 13:06

S17	11	introduc\$6 NEAR5 (customer\$2 or client\$2 or consumer\$2 or patron\$2 or lead or leads or prospect\$2) NEAR5 (partner\$2 or affiliate\$2)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 13:08
S18	133	(viral or affiliate) NEAR2 marketing	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 13:10
S19	109	S18 AND (introduc\$6 or present\$3 or acquaint\$6)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 13:10
S20	13	S18 SAME (introduc\$6 or present\$3 or acquaint\$6)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	OFF	2005/06/09 13:10

**Web**Results 1 - 10 of about 10,200 for **infinigate lead**. (0.38 seconds)**Infinigate - Adding Value to Distribution**

Infinigate Deutschland GmbH Keltenring 10 D-82041 Oberhaching/Munich Tel.: +49 (89) 89048-0 ... NOTE: the following links **lead** to German Websites. ...

www.infinigate.com/en/company_e_directions.cfm - 10k - Jun 8, 2005 - [Cached](#) - [Similar pages](#)

Biography

1996 Founded **Infinigate** AG, previously named Internet2000. **Infinigate** was a system integrator ... "New Lead Management System", Real Market Today, 9.9.2001 ... axelschultze.com/Biography/biography.html - 15k - [Cached](#) - [Similar pages](#)

Profile

... I founded the company in 1996 and **lead** it till 2001 as CEO. In April 2001 I appointed David Martinez, CFO and co-founder of **Infinigate** to the CEO position and ... axelschultze.com/Biography/Profile/profile.html - 33k - Supplemental Result - [Cached](#) - [Similar pages](#)

Infinigate Deutschland GmbH - the Internet Business enabler - [[Translate this page](#)]

... **Infinigate** veröffentlicht Version 3.3. des Lead-Management- Systems LeadSource1

Ab sofort ist bei der **Infinigate** AG, München, die Version 3.3 des **Lead** ...

www.infinigate.de/pages/germany/presse/pressemeldung.cfm - 14k - Supplemental Result -

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... **Infinigate** zeigt außerdem die neue Version seines Leadmanagement-Systems ... die Lage versetzt, den kompletten Workflow einer Kundenanfrage (**Lead**) vom Erstkontakt ...

www.infinigate.de/pages/germany/presse/2000_1110_pm_systems.cfm - 10k - Supplemental Result - [Cached](#) - [Similar pages](#)

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[PDF] Title of Note Goes Here

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SonicWALL will also try to IKE negotiate with the remote gateway and this will **lead** to extra log. messages on the idle SonicWALL although it does not ...

www.infinigate.no/infinigate/nedlasting/produktark/sonicwall/releasenotes2100e.pdf - [Similar pages](#)

DataShop.no

... ANTEC CASE FAN TRILIGHT LED 80MM ILLUM, ANTEC CASE FAN TRILIGHT LED 80MM ILLUM, 54,00, 0, Antall: ANTEC CASE FAN TRILIGHT LED 120MM ...

datashop.no/index.php?cPath=22_23_156_829&sort=2d&page=1 - 56k - Supplemental Result - [Cached](#) - [Similar pages](#)

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... Alerting and monitoring reports track how often networked devices fail or go down, how long they remain offline, and the events that **lead** to failure. ...

www.infinigate.ch/news/wt_frc_wp.pdf - Supplemental Result - [Similar pages](#)

Cheetah Solutions LLC. - Links - Shareware Software Freeware

... 88 Pages | <http://www.infinigate.ch>. ... 97 Pages | <http://www.keynote.com>. **Lead**

Generation | Network Marketing Software | MLM Lead Generation... ...
www.cheetahsolutions.com/ links/sharewaresoftwarefreeware.html - 50k - Supplemental Result -
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ARIVA.DE >> Kurse >> Profil >> Infinigate - [Translate this page]
... Zu den wichtigsten Entwicklungen zählt das LDS (Lead Distribution System), das dabei hilft, einen Endkunden von ... AG, Infinigate Capital News # 6 KW 4. 22.10.04. ...
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Biography

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Profile

Founder and CEO of BlueRoads Corp.
1400 Fashion Island Blvd. - San Mateo, CA 94404
(650) 349.8500

Business Experience

2001 Founded BlueRoads Corp., the first true Indirect Business Management solution especially developed for large enterprise vendors with multinational channels. The idea to develop a dedicated solution with an indirect business in mind started at Infinigate in 1997. Axel Schultze purchased intellectual property and started BlueRoads. In just two years BlueRoads signed world class companies as customers, attracted senior managers and was able to raise money in the world's VC history.

1999 Founded WebStock AG, Europe's first Internet based trading platform for non publicly listed shares. Axel Schultze set up an executive team to run the company day to day business and took over the Chairman position, while he was still actively running Infinigate. The company was one of Germany's largest stock brokers. Webstock raised a lot of visibility in Europe and even on Wall Street.

1996 Founded Infinigate AG, previously named Internet2000. Infinigate was a system integration distributor for professional Internet software solutions with B2B focus. Within 5 years Axel grew the business from 0 to \$25 M. in revenue. The Germany based company started offices in Switzerland, Austria and Sweden and acquired a company in Norway. In 2000 a subsidiary was opened in the USA. The company was about to go public in fall 2000 right when the stock market crashed. Today Infinigate is one of the most reputable Internet product distributors in Europe. Axel serves as a director of the board and is still one of the larger shareholders.

1983 Founded Computer 2000, a distributor for personal computer software and hardware. Computer 2000 eventually became the largest high tech Distributor in Europe and the 3rd largest in the world. Within the first 5 years, the company grew from 0 to \$50 Mio. in revenue.

1980 Application Manager Europe with Rockwell International. Responsible for marketing magnetic bubble memories and later on modem boards. Published the book "Magnetic Bubble Memory Technology" with Markt & Technik Germany. He gave speeches at various universities in Europe to explain the new technology. Later on he moved to sales and grew Rockwell's distributor channel from 5 to \$20Mio. in 2 years.

1979 Software developer at General Instrument. Responsible for one of the first oven controllers to control one of the first single chip phone processors. Developed a cross compiler to develop applications in Forth Language and compile into binary code.

Intellectual Property

US-Patent application Pull-Method to improve Presales Management activities.
Expanded application to **EU-Patentanmeldung** for European Market

Selected Press

"Automated Lead Management", TC-Group California, 10.12.2001
"New Lead Management System", Real Market Today, 9.9.2001
"Vision 2050", CRN 1.1.2000
"Online IPO", Financial Times, 6.10.1999
"Marketingstrategien" Software Offensive Bayern, 13.3.1999

"Kapitalbeschaffung per Internet", Tagesspiegel, 28.5.1997
1979 – 1983 verschiedenste Aufsätze zum Thema microprozessor Technologie
1979 Book "Magnetic Bubble Memory Technology", Markt und Technik Verlag

Board Positions

Infinigate AG, Member of the Board
IT-Adventure, Member of the Advisory Board

Education

Financial Controllers Diploma from the German controller academy, Gauting
Management school Bad Harzburg Germany
Electronic engineer at University of Stuttgart

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System 2000: Infinigate presents both divisions Infinigate B2B Net Market and Infinigate Channel Enabling Technologies places itself forwards/new version of LeadSource1

Munich, October 2000. The Infinigate AG, before times Internet2000 AG, presents B2B Net Market and Channel Enabling Technologies on the system of this year from 6 to 10 November in Munich the products and services of the divisions. The achievements reach from InterNet products and solutions up to training and Consulting. Visitors have besides the possibility of informing about the service offers of the Infinigate partners. In addition Infinigate shows the new version of its Leadmanagement system LeadSource1. The software, which is developed in the division Channel Enabling Technologies, is available starting from 1 November 2000 in the version 3.1.

LeadSource1 is to be pursued a system, which puts enterprises into the position, based on InterNet technology, the complete Workflow of a customer inquiry (Lead) from the first contact to the purchase and management. With the current version 3.1 of the Lead companies generate management of system LeadSource1 automatically and transparency of status reports over current Leads clearly faster than so far. Additionally partners have the possibility of adapting the software to the requirements of their selling structures. Sales directors can inform in addition about it, how far the projects of individual coworkers prospered. Department members in the selling let themselves be added and removed a group of reports both simply. Besides the system welcomes the user in the future personally with its name. Older Leads can be inactivated in the case of missing feedback. Search and sort functions, which accelerate the entrance to partner accounts, are available with LeadSource1 version 3.1 likewise. LeadSource1 is industry independent.

In the division B2B-Net Market offers Infinigate of products, solutions and Professional services of prominent manufacturers such as Allaire, Hybris, checkpoint, TrendMicro or iPlanet on. Across own systems the enterprise leads at present about 20,000 firm customers, who need security -, infrastructure solutions or InterNet applications, with a network from more than 3,800 IT partners in 28 countries together. This network is world-wide one of the most efficient InterNet commercial channels. The status of an inquiry is supervised thereby with the help of the software LeadSource1, which developed the Infinigate Business unit Channel Enabling Technologies, continuously. In this way enterprises ensure that an inquiry was worked on after at the latest ten days of an attached specialist dealer.

Over Infinigate

Infinigate was created 1996 in Munich as Internet2000. Today the enterprise is represented in Germany, the USA, Norway and Switzerland. Infinigate is a distribution enterprise, which specialized in products and solutions within the range of the InterNet software. Infinigate attaches particular importance thereby to solution-oriented and competent consultation.

Press contact:

Infinigate Germany GmbH
Claudia man (marketing and communication)
Keltenring 10, 82041 Oberhaching/Muenchen
Telephone: 089/890 48-512
Fax: 089/890 48-111
www.infinigate.de
presse@infinigate.de

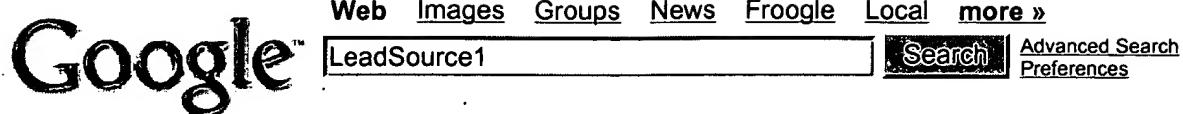
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**Web**Results 1 - 10 of about 165 for **LeadSource1**. (0.21 seconds)**Automatische Abwicklung von Kundenanfragen im Web** - [Translate this page]Mit **Leadsource1** sei der Weg kürzer: qualifizierte Auswahl, Kontakt, Geschäft.

Im eigenen B2B-Portal für Informationstechnologie ...

info.ccone.at/INFO/Mail-Archives/ pressetext/Feb-2001/msg00223.html - 6k - Jun 7, 2005 -

[Cached](#) - [Similar pages](#)**Error in eScript**

... www.ittoolbox.com/i/sb.asp Hi Guys I have written the following code in

WebApplet_PrelnvokeMethod (server Script) { var CurBc; var **LeadSource1**; CurBc = ...

www.openitx.com/archives/ archives.asp?l=siebel-dev-l&i=135566 - 28k - Supplemental Result -

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... präsentiert beide Geschäftsbereiche Infinigate B2B Net Market und Infinigate Channel

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Leadsource1 ist eine zu mietende Online-Applikation. ... dem **Leadsource1**-Backoffice für registrierte Handelspartner verfügbar. gemacht. ...[www.ihk-nordwestfalen.de/ecommerce_club/ bindata/webeffekt-ihk-ms.pdf](#) - [Similar pages](#)**Infinigate (Schweiz) AG, 6343 Rotkreuz - datentechnik, edv ...** - [Translate this page]Internet Security WEB Application **LeadSource1** Leadmanagement via Internet, Firewall

VPN Proxy Server Virenschutz Web-Analyse Internetdienste e-commerce ...

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in ein weiteres, eigenes Produkt ausgliedern und separat weiter entwickeln ...

[www.emissionsmarktplatz.de/anleger/ infocenter/archiv2.php3?field_id=359](#) - 35k - Supplemental Result -[Cached](#) - [Similar pages](#)**Presseservice - Pressemitteilung der News4Press vom 13.12.2000 um ...** - [Translate this page]Neue Version 3.1 der Lead-Management-Lösung "**LeadSource1**" bietet deutliche

Verbesserungen an. (, Weitere Informationen: News4Press ...

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						Sep 24, 2002	*	Apr 25, 2003	
						Sep 27, 2002	*	May 26, 2003	*
						Sep 29, 2002		Jun 19, 2003	*
						Oct 16, 2002	*	Jun 20, 2003	
						Nov 21, 2002	*	Jun 24, 2003	
						Nov 27, 2002		Jul 21, 2003	*
								Jun 22, 2004	*
								Aug 06, 2003	*
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Marketing Automation Software: An Overview

The Daffodil CRM marketing system tracks **leads** throughout the sales cycle. ... **communication** than ever **before - communication** that involves multiple stages ...

[www.daffodildb.com/crm/ marketing-automation-software.html](#) - 20k -
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destinationCRM.com: Making the Connection

The answer is that, although channel **communication** problems have been around for a ... In addition, PRM **leads** to improved **reseller** quality by automating ...

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Automate Your Marketing With Postmaster

Keeping track of your **contacts** and e-mail **communication**? Introducing a new product to ... It proved to me how bad my followup system was **before Postmaster!** ...

[www.startupinternetmarketing.com/ pagelinks/postmaster.html](#) - 39k -
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England 2002 2003 Email Contacts Of Money Making Companies ...

Sales Genie's Unlimited Sales Leads is your complete sales **leads** system that ... As a certified **reseller** of BMC/Remedy Magic Service Desk products for the ...

[knowledgestorm.co.uk/.../ England%202002%202003%20Email%20Contacts%20Of%20Money%20Making%20Companies](#) - 128k -
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SONY'S KEN HARDEN: "The key to success is better **communication**. ... Ken Harden, Sony Electronics' vice president of **reseller** and corporate end-user sales, ...

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Samples - Technical

... eg the company's Munich **reseller**, so that any **leads** coming through that ... All **contacts** must be tracked through the system so that statistics can be ...
www.adverbage.com/samples/technical01.html - 16k - [Cached](#) - [Similar pages](#)

Job Opportunites at Alternative Technology

The primary role will be to qualify acquired **leads** and transition those **leads** to the ...
Communication: Using CRM database, follow-up with target list to ...
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1) Identifying **resellers** that fit a specific model with complimentary products so that ... KIT has a number of **contacts** offering results based PR and have ...
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Calculating From Experience - Computerworld

... the company on the status of all **leads** before receiving new **leads**. ... When **leads** are plugged into the software sooner after capture, **resellers** act upon ...
www.computerworld.com/managementtopics/management/story/0,10801,77392,00.html - 77k - Jun 7, 2005 - [Cached](#) - [Similar pages](#)

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including **contacts**, accounts, opportunities, **leads**, and activities. ...

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The solution enables VPNet to track **contacts** from generation of the lead through ... the lead to the **Reseller** folder so it can begin receiving **referrals**. ...

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... to pre-qualify your **leads** is to work off a list of those **contacts** who have

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Your SELECT statement is:

s (((prospect? ? or lead? ?)() (database? ? or list or lists)) and
(authoriz? or authoris? or permit? or permission? or allow?) (5n) (releas?
or sale or sell?) (5n) (customer? ? or consumer? ? or client? ? or
personal) (2n) (data or information)))

Items	File
-----	-----
1	13: BAMP_2005/May W5
1	15: ABI/Inform(R)_1971-2005/Jun 08
Processing	1 16: Gale Group PROMT(R)_1990-2005/Jun 09
Processing	2 20: Dialog Global Reporter_1997-2005/Jun 09
Processing	1 75: TGG Management Contents(R)_86-2005/May W5
Examined	50 files
Examined	100 files
Processing	1 148: Gale Group Trade & Industry DB_1976-2005/Jun 09
	2 180: Federal Register_1985-2005/Jun 06
Examined	150 files
Examined	200 files
	6 349: PCT FULLTEXT_1979-2005/UB=20050602,UT=20050526
Examined	250 files
	8 432: Tampa Tribune_1998-2005/Jun 07
Examined	300 files
	1 484: Periodical Abs Plustext_1986-2005/Jun W1
Examined	350 files
Processing	1 553: Wilson Bus. Abs. FullText_1982-2004/Dec
	1 570: Gale Group MARS(R)_1984-2005/Jun 09
Examined	400 files
	1 610: Business Wire_1999-2005/Jun 08
	1 636: Gale Group Newsletter DB(TM)_1987-2005/Jun 09
	2 641: Rocky Mountain News_Jun 1989-2005/Jun 08
Processing	14 654: US Pat.Full._1976-2005/Jun 07
Processing	1 660: Federal News Service_1991-2002/Jul 02
	Examined 450 files
	Examined 500 files
	Examined 550 files
Processing	3 992: NewsRoom 2004 Jan 1-2004/Dec 31
Processing	2 993: NewsRoom 2003

19 files have one or more items; file list includes 564 files.
One or more terms were invalid in 2 files.

?

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Set	Items	Description
S1	50	((PROSPECT? ? OR LEAD? ?) () (DATABASE? ? OR LIST OR LISTS)) AND ((AUTHORIZ? OR AUTHORIS? OR PERMIT? OR PERMISSION? OR ALLOW?) (5N) (RELEAS? OR SALE OR SELL?) (5N) (CUSTOMER? ? OR CONSUMER? ? OR CLIENT? ? OR PERSONAL) (2N) (DATA OR INFORMATION)))
S2	41	RD (unique items)
S3	6	S2 NOT PY>2000 <i>-KUMIC</i>
File	13:BAMP	2005/May W5 (c) 2005 The Gale Group
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File	20:Dialog Global Reporter	1997-2005/Jun 09 (c) 2005 The Dialog Corp.
File	75:TGG Management Contents(R)	86-2005/May W5 (c) 2005 The Gale Group
File	148:Gale Group Trade & Industry DB	1976-2005/Jun 09 (c) 2005 The Gale Group
File	180:Federal Register	1985-2005/Jun 06 (c) 2005 format only The DIALOG Corp
File	349:PCT FULLTEXT	1979-2005/UB=20050602,UT=20050526 (c) 2005 WIPO/Univentio
File	432:Tampa Tribune	1998-2005/Jun 07 (c) 2005 Tampa Tribune
File	484:Periodical Abs Plustext	1986-2005/Jun W1 (c) 2005 ProQuest
File	553:Wilson Bus. Abs. FullText	1982-2004/Dec (c) 2005 The HW Wilson Co
File	570:Gale Group MARS(R)	1984-2005/Jun 09 (c) 2005 The Gale Group
File	610:Business Wire	1999-2005/Jun 08 (c) 2005 Business Wire.
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File	641:Rocky Mountain News	Jun 1989-2005/Jun 08 (c) 2005 Scripps Howard News
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File	660:Federal News Service	1991-2002/Jul 02 (c) 2002 Federal News Service
File	992:NewsRoom 2004	Jan 1-2004/Dec 31 (c) 2005 The Dialog Corporation
File	993:NewsRoom 2003	 (c) 2005 The Dialog Corporation
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?) (10n) (third()party) (7n) (permit? or permission? ? or authoriz? or
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Items	File
3	9: Business & Industry(R) Jul/1994-2005/Jun 09
2	15: ABI/Inform(R) 1971-2005/Jun 08
2	16: Gale Group PROMT(R) 1990-2005/Jun 09

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1	275: Gale Group Computer DB(TM)_1983-2005/Jun 09
Examined	200 files
Examined	250 files
Examined	300 files
1	476: Financial Times Fulltext_1982-2005/Jun 09
1	484: Periodical Abs Plustext_1986-2005/Jun W1
Examined	350 files
1	553: Wilson Bus. Abs. FullText_1982-2004/Dec
1	564: ICC Brit.Co.Ann.Rpts_1984-2004/Jun 22
1	583: Gale Group Globalbase(TM)_1986-2002/Dec 13
Examined	400 files
1	621: Gale Group New Prod.Annou.(R)_1985-2005/Jun 09
1	625: American Banker Publications_1981-2005/Jun 08
1	635: Business Dateline(R)_1985-2005/Jun 08
3	636: Gale Group Newsletter DB(TM)_1987-2005/Jun 09
1	649: Gale Group Newswire ASAP(TM)_2005/May 31
Examined	450 files
1	696: DIALOG Telecom. Newsletters_1995-2005/Jun 08
Examined	500 files
2	810: Business Wire_1986-1999/Feb 28
1	813: PR Newswire_1987-1999/Apr 30
Examined	550 files

Processing

19 files have one or more items; file list includes 564 files.
One or more terms were invalid in 109 files.

Set	Items	Description
S1	28	((PROSPECT? ? OR LEAD OR LEADS) (4N) (CUSTOMER? ? OR CONSUME-R? ?) (10N) (THIRD()PARTY) (7N) (PERMIT? OR PERMISSION? ? OR AUTH-ORIZ? OR AUTHORIS? OR ALERT? OR INTRODUC? OR ALARM? OR WARN?)) NOT PY>1999
S2	25	RD (unique items) -UVIC
File	9:Business & Industry(R)	Jul/1994-2005/Jun 09 (c) 2005 The Gale Group
File	15:ABI/Inform(R)	1971-2005/Jun 08 (c) 2005 ProQuest Info&Learning
File	16:Gale Group PROMT(R)	1990-2005/Jun 09 (c) 2005 The Gale Group
File	20:Dialog Global Reporter	1997-2005/Jun 09 (c) 2005 The Dialog Corp.
File	148:Gale Group Trade & Industry DB	1976-2005/Jun 09 (c) 2005 The Gale Group
File	275:Gale Group Computer DB(TM)	1983-2005/Jun 09 (c) 2005 The Gale Group
File	476:Financial Times Fulltext	1982-2005/Jun 09 (c) 2005 Financial Times Ltd
File	484:Periodical Abs Plustext	1986-2005/Jun W1 (c) 2005 ProQuest
File	553:Wilson Bus. Abs. FullText	1982-2004/Dec (c) 2005 The HW Wilson Co
File	564:ICC Brit.Co.Ann.Rpts	1984-2004/Jun 22 (c) 2004 ICC Online Inform.Group
File	583:Gale Group Globalbase(TM)	1986-2002/Dec 13 (c) 2002 The Gale Group
File	621:Gale Group New Prod.Annu.(R)	1985-2005/Jun 09 (c) 2005 The Gale Group
File	625:American Banker Publications	1981-2005/Jun 08 (c) 2005 American Banker
File	635:Business Dateline(R)	1985-2005/Jun 08 (c) 2005 ProQuest Info&Learning
File	636:Gale Group Newsletter DB(TM)	1987-2005/Jun 09 (c) 2005 The Gale Group
File	649:Gale Group Newswire ASAP(TM)	2005/May 31 (c) 2005 The Gale Group
File	696:DIALOG Telecom. Newsletters	1995-2005/Jun 08 (c) 2005 The Dialog Corp.
File	810:Business Wire	1986-1999/Feb 28 (c) 1999 Business Wire
File	813:PR Newswire	1987-1999/Apr 30 (c) 1999 PR Newswire Association Inc
	?	

Dialog
6/9/05

Your SELECT statement is:

s ((prevent?(3n)cold()call???) and (introduc? or
call???) (3n) ((third() (party or parties)) or broker? ? or
intermediar???) (7n) (salespeople or salesperson or sales or agent? ? or
representative)) not py>2000

Items	File
Examined	50 files
Examined	100 files
Examined	150 files
Examined	200 files
Examined	250 files
Examined	300 files
Examined	350 files
Examined	400 files
2	608: KR/T Bus.News. 1992-2005/Jun 09
1	633: Phil.Inquirer_1983-2005/Jun 07
Examined	450 files
Examined	500 files
1	743: (New Jersey)The Record_1989-2005/Jun 07
Examined	550 files

Processing
Processing

3 files have one or more items; file list includes 564 files.
One or more terms were invalid in 108 files.

Set	Items	Description
S1	4	((PREVENT? (3N) COLD() CALL???) AND (INTRODUC? OR CALL???) (3N-)((THIRD() (PARTY OR PARTIES)) OR BROKER? ? OR INTERMEDIAR???) - (7N) (SALESPEOPLE OR SALESPERSON OR SALES OR AGENT? ? OR REPRE- SENTATIVE)) NOT PY>2000
S2	3	RD (unique items) <i>-Vnic</i>
File 608:KR/T Bus.News.	1992-2005/Jun 09	(c) 2005 Knight Ridder/Tribune Bus News
File 633:Phil.Inquirer	1983-2005/Jun 07	(c) 2005 Philadelphia Newspapers Inc
File 743:(New Jersey)The Record	1989-2005/Jun 07	(c) 2005 No.Jersey Media G Inc

Dialog
6/9/05

Set	Items	Description
S1	446	(INTRODUC?(5N)AFFILIAT??(5N) (LEAD OR LEADS OR PROSPECT OR - PROSPECTS OR CUSTOMER? ? OR CLIENT? ? OR CONSUMER? ?)) NOT PY- >2000
S2	217	RD (unique items)
S3	58	S2 AND (LEAD OR LEADS OR PROSPECT? ? OR REFERRAL? ?)
S4	61	S2 AND (LEAD OR LEADS OR PROSPECT???? OR REFERRAL? ?) <i>-KMIC</i>
File	9:Business & Industry(R)	Jul/1994-2005/Jun 09 (c) 2005 The Gale Group
File	13:BAMP	2005/May W5 (c) 2005 The Gale Group
File	15:ABI/Inform(R)	1971-2005/Jun 09 (c) 2005 ProQuest Info&Learning
File	16:Gale Group PROMT(R)	1990-2005/Jun 09 (c) 2005 The Gale Group
File	18:Gale Group F&S Index(R)	1988-2005/Jun 09 (c) 2005 The Gale Group
File	20:Dialog Global Reporter	1997-2005/Jun 09 (c) 2005 The Dialog Corp.
File	47:Gale Group Magazine DB(TM)	1959-2005/Jun 09 (c) 2005 The Gale group
File	75:TGG Management Contents(R)	86-2005/May W5 (c) 2005 The Gale Group
File	80:TGG Aerospace/Def.Mkts(R)	1982-2005/Jun 09 (c) 2005 The Gale Group
File	148:Gale Group Trade & Industry DB	1976-2005/Jun 09 (c) 2005 The Gale Group
File	160:Gale Group PROMT(R)	1972-1989 (c) 1999 The Gale Group
File	180:Federal Register	1985-2005/Jun 08 (c) 2005 format only The DIALOG Corp
File	216:ONTAP(R)	Gale Group PROMT(R) (c) 1999 The Gale Group
File	275:Gale Group Computer DB(TM)	1983-2005/Jun 09 (c) 2005 The Gale Group
File	324:German Patents Fulltext	1967-200522 (c) 2005 Univentio
File	471:New York Times Fulltext	19802005/Jun 09 (c) 2005 The New York Times
File	476:Financial Times Fulltext	1982-2005/Jun 09 (c) 2005 Financial Times Ltd
File	483:Newspaper Abs Daily	1986-2005/Jun 07 (c) 2005 ProQuest Info&Learning
File	484:Periodical Abs Plustext	1986-2005/Jun W1 (c) 2005 ProQuest
File	485:Accounting & Tax DB	1971-2005/May W5 (c) 2005 ProQuest Info&Learning
File	489:The News-Sentinel	1991-2005/Jun 07 (c) 2005 Ft. Wayne Newspapers, Inc
File	541:SEC Online(TM)	Annual Repts 1997/Sep W3 (c) 1987-1997 SEC Online Inc.
File	542:SEC Online(TM)	10-K Reports 1997/Sep W3 (c) 1987-1997 SEC Online Inc.
File	543:SEC Online(TM)	10-Q Reports 1997/Sep W3 (c) 1987-1997 SEC Online Inc.
File	545:Investext(R)	1982-2005/Jun 09 (c) 2005 Thomson Financial Networks
File	553:Wilson Bus. Abs. FullText	1982-2004/Dec (c) 2005 The HW Wilson Co
File	570:Gale Group MARS(R)	1984-2005/Jun 09

(c) 2005 The Gale Group
File 609:Bridge World Markets 2000-2001/Oct 01
(c) 2001 Bridge
File 610:Business Wire 1999-2005/Jun 08
(c) 2005 Business Wire.
File 613:PR Newswire 1999-2005/Jun 09
(c) 2005 PR Newswire Association Inc
File 616:Canada NewsWire 1999-2001/Mar 09
(c) 2001 Canada NewsWire
File 619:Asia Intelligence Wire 1995-2005/Jun 08
(c) 2005 Fin. Times Ltd
File 621:Gale Group New Prod.Annou. (R) 1985-2005/Jun 09
(c) 2005 The Gale Group
File 624:McGraw-Hill Publications 1985-2005/Jun 09
(c) 2005 McGraw-Hill Co. Inc
File 625:American Banker Publications 1981-2005/Jun 09
(c) 2005 American Banker
File 626:Bond Buyer Full Text 1981-2005/Jun 09
(c) 2005 Bond Buyer
File 635:Business Dateline(R) 1985-2005/Jun 09
(c) 2005 ProQuest Info&Learning
File 636:Gale Group Newsletter DB(TM) 1987-2005/Jun 09
(c) 2005 The Gale Group
File 640:San Francisco Chronicle 1988-2005/Jun 09
(c) 2005 Chronicle Publ. Co.
File 645:Contra Costa Papers 1995- 2005/Jun 07
(c) 2005 Contra Costa Newspapers
File 647:cmp Computer Fulltext 1988-2005/May W4
(c) 2005 CMP Media, LLC
File 649:Gale Group Newswire ASAP(TM) 2005/May 31
(c) 2005 The Gale Group
File 660:Federal News Service 1991-2002/Jul 02
(c) 2002 Federal News Service
File 696:DIALOG Telecom. Newsletters 1995-2005/Jun 08
(c) 2005 The Dialog Corp.
File 708:Akron Beacon Journal 1989-2005/Jun 05
(c) 2005 Akron Beacon Journal
File 717:The Washington Times Jun 1989-2005/Jun 08
(c) 2005 Washington Times
File 728:Asia/Pac News 1994-2005/Jun W1
(c) 2005 Dialog Corporation
File 733:The Buffalo News 1990- 2005/Jun 07
(c) 2005 Buffalo News
File 740:(Memphis) Comm.Appeal 1990-2005/Jun 08
(c) 2005 The Commercial Appeal
File 767:Frost & Sullivan Market Eng 2005/Jun
(c) 2005 Frost & Sullivan Inc.
File 781:ProQuest Newsstand 1998-2005/Jun 09
(c) 2005 ProQuest Info&Learning
File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
(c) 1999 PR Newswire Association Inc
File 996:NewsRoom 2000
(c) 2005 The Dialog Corporation

?

Your SELECT statement is:
s (introduc?(5n) (lead or leads or prospect?) (20n) (cold()call?)) not
py>2000

Items	File
1	1: ERIC_1966-2004/Jul 21
4	13: BAMP_2005/May W5
20	15: ABI/Inform(R)_1971-2005/Jun 09
7	16: Gale Group PROMT(R)_1990-2005/Jun 09
1	18: Gale Group F&S Index(R)_1988-2005/Jun 09
1	47: Gale Group Magazine DB(TM)_1959-2005/Jun 09
3	75: TGG Management Contents(R)_86-2005/May W5
Examined	50 files
1	141: Readers Guide_1983-2005/Dec
Examined	100 files
12	148: Gale Group Trade & Industry DB_1976-2005/Jun 09
1	160: Gale Group PROMT(R)_1972-1989
Examined	150 files
2	267: Finance & Banking Newsletters_2005/Jun 07
1	275: Gale Group Computer DB(TM)_1983-2005/Jun 09
Examined	200 files
1	387: The Denver Post_1994-2005/Jun 08
Examined	250 files
Examined	300 files
2	471: New York Times Fulltext_19802005/Jun 09
1	474: New York Times Abs_1969-2005/Jun 08
3	484: Periodical Abs_Plustext_1986-2005/Jun W1
4	485: Accounting & Tax DB_1971-2005/May W5
Examined	350 files
2	542: SEC Online(TM) 10-K Reports_1997/Sep W3
2	545: Investext(R)_1982-2005/Jun 09
3	553: Wilson Bus. Abs. FullText_1982-2004/Dec
2	570: Gale Group MARS(R)_1984-2005/Jun 09
Examined	400 files
1	625: American Banker Publications_1981-2005/Jun 09
1	633: Phil.Inquirer_1983-2005/Jun 07
3	635: Business Dateline(R)_1985-2005/Jun 09
1	636: Gale Group Newsletter DB(TM)_1987-2005/Jun 09
1	638: Newsday/New York Newsday_1987-2005/Jun 09
2	641: Rocky Mountain News_Jun 1989-2005/Jun 09
>>>File	654 processing for CALL? stopped at CALLWITH
1	654: US Pat.Full._1976-2005/Jun 07
Examined	450 files
1	711: Independent(London)_Sep 1988-2005/Jun 09
1	726: S.China Morn.Post_1992--2005/Jun 08
3	727: Canadian Newspapers_1990-2005/Jun 09
Examined	500 files
1	765: Frost & Sullivan_1992-1999/Apr
>>>File	781 processing for CALL? stopped at CALL292
1	781: ProQuest Newsstand_1998-2005/Jun 09
1	810: Business Wire_1986-1999/Feb 28
2	813: PR Newswire_1987-1999/Apr 30
Examined	550 files
Processing	
5	996: NewsRoom 2000

36 files have one or more items; file list includes 564 files.
One or more terms were invalid in 118 files.

Dialog
6/9/05

Set	Items	Description
S1	99	(INTRODUC?(5N) (LEAD OR LEADS OR PROSPECT?) (20N) (COLD() CALL- ?)) NOT PY>2000
S2	71	RD (unique items)
S3	12	S2 AND (INTRODUC?(5N) (THIRD() PART??? OR AFFILIAT? OR VIRAL OR BROKER? ? OR INTERMEDIAR????)) <i>-KMC</i>
File	1:ERIC	1966-2004/Jul 21 (c) format only 2004 The Dialog Corporation
File	13:BAMP	2005/May W5 (c) 2005 The Gale Group
File	15:ABI/Inform(R)	1971-2005/Jun 09 (c) 2005 ProQuest Info&Learning
File	16:Gale Group PROMT(R)	1990-2005/Jun 09 (c) 2005 The Gale Group
File	18:Gale Group F&S Index(R)	1988-2005/Jun 09 (c) 2005 The Gale Group
File	47:Gale Group Magazine DB(TM)	1959-2005/Jun 09 (c) 2005 The Gale group
File	75:TGG Management Contents(R)	86-2005/May W5 (c) 2005 The Gale Group
File	141:Readers Guide	1983-2005/Dec (c) 2005 The HW Wilson Co
File	148:Gale Group Trade & Industry DB	1976-2005/Jun 09 (c) 2005 The Gale Group
File	160:Gale Group PROMT(R)	1972-1989 (c) 1999 The Gale Group
File	267:Finance & Banking Newsletters	2005/Jun 07 (c) 2005 The Dialog Corp.
File	275:Gale Group Computer DB(TM)	1983-2005/Jun 09 (c) 2005 The Gale Group
File	387:The Denver Post	1994-2005/Jun 08 (c) 2005 Denver Post
File	471:New York Times Fulltext	1980-2005/Jun 09 (c) 2005 The New York Times
File	474:New York Times Abs	1969-2005/Jun 08 (c) 2005 The New York Times
File	484:Periodical Abs Plustext	1986-2005/Jun W1 (c) 2005 ProQuest
File	485:Accounting & Tax DB	1971-2005/May W5 (c) 2005 ProQuest Info&Learning
File	542:SEC Online(TM)	10-K Reports 1997/Sep W3 (c) 1987-1997 SEC Online Inc.
File	545:Investext(R)	1982-2005/Jun 09 (c) 2005 Thomson Financial Networks
File	553:Wilson Bus. Abs. FullText	1982-2004/Dec (c) 2005 The HW Wilson Co
File	570:Gale Group MARS(R)	1984-2005/Jun 09 (c) 2005 The Gale Group
File	625:American Banker Publications	1981-2005/Jun 09 (c) 2005 American Banker
File	633:Phil.Inquirer	1983-2005/Jun 07 (c) 2005 Philadelphia Newspapers Inc
File	635:Business Dateline(R)	1985-2005/Jun 09 (c) 2005 ProQuest Info&Learning
File	636:Gale Group Newsletter DB(TM)	1987-2005/Jun 09 (c) 2005 The Gale Group
File	638:Newsday/New York Newsday	1987-2005/Jun 09 (c) 2005 Newsday Inc.
File	641:Rocky Mountain News	Jun 1989-2005/Jun 09 (c) 2005 Scripps Howard News

File 654:US Pat.Full. 1976-2005/Jun 07
(c) Format only 2005 The Dialog Corp.
File 711:Independent(London) Sep 1988-2005/Jun 09
(c) 2005 Newspaper Publ. PLC
File 726:S.China Morn.Post 1992--2005/Jun 08
(c) 2005 South China Morning Post
File 727:Canadian Newspapers 1990-2005/Jun 09
(c) 2005 Southam Inc.
File 765:Frost & Sullivan 1992-1999/Apr
(c) 1999 Frost & Sullivan Inc.
File 781:ProQuest Newsstand 1998-2005/Jun 09
(c) 2005 ProQuest Info&Learning
File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire
File 813:PR Newswire 1987-1999/Apr 30
(c) 1999 PR Newswire Association Inc
File 996:NewsRoom 2000
(c) 2005 The Dialog Corporation
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Datalog
6/9/05

Your SELECT statement is:

s (introduc?(5n)affiliat??(5n)(lead or leads or prospect or prospects or customer? ? or client? ? or consumer? ?)) not py>2000

Items	File
12	9: Business & Industry(R)_Jul/1994-2005/Jun 09
2	13: BAMP_2005/May W5
14	15: ABI/Inform(R)_1971-2005/Jun 09
62	16: Gale Group PROMT(R)_1990-2005/Jun 09
1	18: Gale Group F&S Index(R)_1988-2005/Jun 09
32	20: Dialog Global Reporter_1997-2005/Jun 09
1	47: Gale Group Magazine DB(TM)_1959-2005/Jun 09
1	75: TGG Management Contents(R)_86-2005/May W5
Examined	50 files
1	80: TGG Aerospace/Def.Mkts(R)_1982-2005/Jun 09
Examined	100 files
52	148: Gale Group Trade & Industry DB_1976-2005/Jun 09
1	160: Gale Group PROMT(R)_1972-1989
17	180: Federal Register_1985-2005/Jun 08
2	216: ONTAP(R) Gale Group PROMT(R)_
Examined	150 files
2	275: Gale Group Computer DB(TM)_1983-2005/Jun 09
Examined	200 files
4	324: German Patents Fulltext_1967-200522
Examined	250 files
Examined	300 files
2	471: New York Times Fulltext_19802005/Jun 09
1	476: Financial Times Fulltext_1982-2005/Jun 09
1	483: Newspaper Abs Daily_1986-2005/Jun 07
3	484: Periodical Abs Plustext_1986-2005/Jun W1
5	485: Accounting & Tax DB_1971-2005/May W5
1	489: The News-Sentinel_1991-2005/Jun 07
Examined	350 files
11	541: SEC Online(TM) Annual Repts_1997/Sep W3
11	542: SEC Online(TM) 10-K Reports_1997/Sep W3
4	543: SEC Online(TM) 10-Q Reports_1997/Sep W3
8	545: Investext(R)_1982-2005/Jun 09
4	553: Wilson Bus. Abs. FullText_1982-2004/Dec
6	570: Gale Group MARS(R)_1984-2005/Jun 09
Examined	400 files
1	609: Bridge World Markets_2000-2001/Oct 01
16	610: Business Wire_1999-2005/Jun 08
7	613: PR Newswire_1999-2005/Jun 09
1	616: Canada NewsWire_1999-2001/Mar 09
4	619: Asia Intelligence Wire_1995-2005/Jun 08
29	621: Gale Group New Prod.Annou. (R)_1985-2005/Jun 09
2	624: McGraw-Hill Publications_1985-2005/Jun 09
6	625: American Banker Publications_1981-2005/Jun 09
1	626: Bond Buyer Full Text_1981-2005/Jun 09
3	635: Business Dateline(R)_1985-2005/Jun 09
14	636: Gale Group Newsletter DB(TM)_1987-2005/Jun 09
1	640: San Francisco Chronicle_1988-2005/Jun 09
1	645: Contra Costa Papers_1995-2005/Jun 07
2	647: CMP Computer Fulltext_1988-2005/May W4
31	649: Gale Group Newswire ASAP(TM)_2005/May 31
2	660: Federal News Service_1991-2002/Jul 02
Examined	450 files
6	696: DIALOG Telecom. Newsletters_1995-2005/Jun 08
1	708: Akron Beacon Journal_1989-2005/Jun 05

1 717: The Washington Times Jun 1989-2005/Jun 08

8 728: Asia/Pac News_1994-2005/Jun W1

1 733: The Buffalo News_1990- 2005/Jun 07

Examined 500 files

1 740: (Memphis) Comm.Appeal_1990-2005/Jun 08

1 767: Frost & Sullivan Market Eng_2005/Jun

1 781: ProQuest Newsstand_1998-2005/Jun 09

2 810: Business Wire_1986-1999/Feb 28

9 813: PR Newswire_1987-1999/Apr 30

Examined 550 files

Processing

33 996: NewsRoom 2000

54 files have one or more items; file list includes 564 files.

One or more terms were invalid in 108 files.

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